FSC-76-B	4/24/98
SUBJECT: Wholesale Partners Program - Category II	

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Objective: Communicate/Clarify Category II of Wholesale Partners Program

Purpose: Explanation of Category II intent and clarification of earnings potential.

The Category II component of the First Half 1998 Wholesale Partners Program was changed from a six-month payout to a quarterly payout as a program augmentation to enhance our direct customers' cash flow and further encourage focus on our Partners program for the full six-month program period. Questions have arisen regarding the ability of an account to earn payment for the six-month program if the account did not qualify for payment during the first three-month interval.

Accounts that do not qualify for payment during the first quarter of any program period may earn payment for total six-month qualified carton volume if performance for the six-month period versus Base objectives is achieved.

Accounts that qualify will be paid for the first quarter performance. If an account does not perform to Base objectives for the full six-month program period, but was paid for the first quarter, payment will not be made against that second quarter volume.

This applies to the first half 1998 program and is on-going. The Wholesale Partners presentation on "G" drive will be changed to clarify this program element.

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Source: https://www.industrydocuments.ucsf.edu/docs/pgbp0000